



Challenges to Implementation – Transmission & Distribution

- 💧 Top 3 Challenges to Implementation
 - 1. Getting top management support & leadership
 - 2. Quantifying financial return
 - 1. Quantifying leak & cost to repair
 - 3. Who gets the money?
 - 1. FERC & PUC regulatory barriers
 - 4. Uncertainties about future mandatory program
 - 1. Baseline
 - 2. Room to grow business



Challenges to Implementation – Transmission & Distribution

- 💧 Top 3 Mechanisms for Addressing Challenges
 - 1. Package and sell the true value
 - 1. Gas value & dollars saved
 - 2. Environmental stewardship & PR
 - 3. Safety – employee & public
 - 4. Competitive advantage
 - 5. Shareholder relations
 - 2. Technology & methods to quantify leak & cost to repair
 - 3. Advocacy to re-think regulations (FERC & PUC)
 - 4. Develop natural gas protocol